1/19/87 45120-1 A

GENERAL AVIATION MANUFACTURERS ASSOCIATION
SUMMARY OF 1986 CIVIL SHIPMENTS, BY QUARTER

	QI	QII	QIII	QIV	YTD
GRAND TOTAL	285	364	393	453	1495
BEECH AIRCRAFT					
Sundowner 23	0	0	1	0	1
Sierra 24R	0	0	4	1	5
Bonanza F33A/C	4	12	22	15	53
Bonanza 36TC	5	1	5	5	16
Bonanza A36	18	10	9	20	57
Duchess 76	0	1	0	0	1
Baron 58	2	5	13	16	36
Baron 58P	1	1	2	7	11
C99	0	0	1	11	12
1900C	2	5	4	5	16
King Air F90	0	1	2	2	5
King Air C90	2	2	2	12	18
King Air B200	7	7	6	9	29
King Air B200C	0	0	1	0	1
King Air 300	7	8	4	8	27
Diamond IA	5	1	0	0	6
Beechjet	0	2	2	7	11
Total Beech	53	56	78	118	305
CESSNA AIRCRAFT					
F152 Aerobat	0	0	22	5	27
F152	0	0	1	5	6
F172	0	2	3	9	14
172 Skyhawk	37	48	29	1	115
182 Skylane	13	14	11	0	38
182 Turbo Skylane	0	0	0	1	1
Stationair 6	11	21	20	8	60
Turbo Stationair 6	10	8	8	8	34
172 Cutlass RG	0	1	0	0	1
R182 Skylane RG	2	3	2	1	8
TR182 Skylane RG	1	1	0	1	3
210 Centurion	0	8	2	1	11
Turbo 210 Centurion	10	22	5	5	42
P210 Centurion	1	6	0	1	8
303 Crusader	1	1	1	0	3
340	1	6	1	0	8
402	1	0	0	4	5
414A	2	1	1	9	13
421 Golden Eagle	1	0	3	5	9
208 Caravan I	5	10	8	29	52
406 Caravan II	0	1	1	0	2
425 Conquest I	0	3	6	8	17
441 Conquest II	2	1	0	8	11
Citation S/II	5	6	9	20	40
Citation III	2	2	6	11	21

	QI	QII	QIII	QIV	YTD
Total Cessna	105	165	139	140	549
FAIRCHILD AIRCRAFT					
SA-227AC Metro III	4	12	7	13	36
SA-227TT Model 300	0	0	1	0	1
Total Fairchild	4	12	8	13	37
GATES LEARJET					
Learjet 35A	2	3	4	2	11
Learjet 36A	0	0	0	2	2
Learjet 55	0	2	1	4	7
Total Gates Learjet	2	5	5	8	20
GULFSTREAM AEROSPACE					
Commander 1000	1	0	1	0	2
Gulfstream III	2	5	3	4	14
Gulfstream IV	0	0	2	8	10
Total Gulfstream	3	5	6	12	26
LAKE AIRCRAFT					
200 EP	0	4	0	0	4
250 Renegade	2	6	6	8	22
Total Lake	2	10	6	8	26
MAULE AIRCRAFT					
M-5 180C	2	2	1	1	6
M-5 235C	1	2	1	1	5
M-6 235	1	0	1	3	5
MX-7 180	1	2	3	6	12
M-7 235	2	4	2	2	10
MX-7 235	8	7	4	7	26
Total Maule	15	17	12	20	64
MOONEY AIRCRAFT					
201 M20J	7	14	6	11	38
205 M20J	0	0	7	8	15
252 M20K	19	20	25	25	89
Total Mooney	26	34	38	44	142
PIPER AIRCRAFT					
PA-28-161 Warrior	13	20	32	6	71
PA-28-181 Archer II	19	6	9	16	50
PA-28-236 Dakota	4	0	2	3	9
PA-32-301 Saratoga	3	2	5	2	12
PA-28RT-201T T. Arrow IV	0	1	0	0	1
PA-28RT-201 Arrow IV	0	0	6	0	6

	QI	QII	QIII	QIV	YTD
PA-32R-301 Saratoga SP	1	0	0	3	4
PA-32R-301T T. Saratoga SP	3	0	2	0	5
PA-46-310P Malibu	19	19	29	28	95
PA-34-220T Seneca III	10	9	12	18	49
PA-44-180 Seminole	0	0	0	2	2
PA-31-350 Chieftain	0	0	1	0	1
PA-31T-500 Cheyenne IA	1	1	0	2	4
PA-31T-620 Cheyenne IIXL	1	1	1	2	5
PA-42-700 Cheyenne III	1	0	0	0	1
PA-42-720 Cheyenne IIIA	0	1	2	6	9
PA-42-1000 Cheyenne 400LS	0	0	0	1	1
T-1040	0	0	0	1	1
Total Piper	75	60	101	90	326
Grand Total, Civil	285	364	393	453	1495

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OFF-THE-SHELF AIRCRAFT SHIPPED TO THE U.S. MILITARY Manufacturer/Model					
BEECH AIRCRAFT					
C-12A	4	1	8	16	29
Total Beech Military	4	1	8	16	29
GULFSTREAM AEROSPACE					
C-20B	0	2	0	0	2
Total Gulfstream Military	0	2	0	0	2
Grand total, Military	4	3	8	16	31

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TOTAL SHIPMENTS, BY TYPE, 1986

	QI	QII	QIII	QIV	YTD
SINGLE ENGINE	217	266	285	217	985
MULTI-ENGINE	19	24	34	61	138
TURBOPROP	33	53	47	117	250
JETS	16	21	27	58	122
TOTAL	285	364	393	453	1495

Manufacturer's Net Billings, 1986, by Quarter

	QI	QII	QIII	QIV	YTD
Beech	53,136,323	63,677,586	58,715,112	117,218,460	292,747,481
Cessna	44,599,415	60,154,021	85,734,497	178,685,379	369,173,312
Fairchild	11,790,912	31,778,386	22,670,858	40,923,938	107,164,094
Gates Learjet	6,271,208	19,774,694	17,806,578	35,034,365	78,886,845
Gulfstream	27,610,000	62,495,000	68,842,000	165,649,000	324,596,000
Lake	445,426	1,898,087	1,377,947	1,860,675	5,582,135
Maule	746,147	826,029	521,429	981,398	3,075,003
Mooney	NA	NA	NA	NA	NA
Piper	12,575,589	11,309,333	20,293,701	36,449,990	80,628,613
Grand Total, Civil	$157,175,020	$251,913,136	$275,962,122	$576,803,205	$1,261,853,483

Off-the-Shelf Aircraft Shipped to the U.S. Military, 1986

Beech Aircraft	$54,166,572
Gulfstream	$24,970,000
	$79,136,572

News from
General Aviation
Manufacturers Association

FOR RELEASE TUESDAY, JANUARY 13, 9:00 A.M.
FOR MORE INFORMATION CONTACT:
Drew Steketee, Ron Swanda, 202-393-1500

FOURTH QUARTER RESULTS WRAP UP DIFFICULT 1986 FOR U.S. GENERAL AVIATION INDUSTRY

WASHINGTON, D.C., January 13, 1987 --- Fourth quarter aircraft shipments were slightly below those of the previous fourth quarter, but factory billings were up 28.4 percent to $576.8 million, the General Aviation Manufacturers Association reported today.

The U.S. aircraft makers delivered 453 aircraft during the fourth quarter, down 4.4 percent compared to 474 units worth $449.4 million during the period in 1985.

Fourth quarter exports were up 15.3 percent at 113 compared to 98 during the October-December quarter in 1985. Export billings for the period were up a strong 52.4 percent at $79.9 million compared to $52.4 million. Exports were 24.9 percent of shipments and 13.9 percent of billings for the fourth quarter.

The industry delivered 217 singles, 61 piston twins, 117 turboprops and 58 business jets during the fourth quarter, although for the full year these market segments were down by 28.1, 28.5, 22.1 and 15.9 percent, respectively, in terms of units delivered.

Exports for the full year accounted for 29.4 percent of all units shipped and 26.2 percent of the industry's 1986 billings.

In 1985, the U.S. industry delivered 2,029 aircraft worth $1.43 billion and exported 354 planes worth $229.9 million.

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News from

General Aviation
Manufacturers Association

FOR RELEASE TUESDAY, JANUARY 13, 9:00 A.M.
FOR MORE INFORMATION, CONTACT:
Drew Steketee, Ron Swanda, 202-393-1500

GAMA REPORTS LOWER BUT BETTER THAN EXPECTED 1986 RESULTS

WASHINGTON, D.C., January 13, 1987 --- The U.S. general aviation industry -- makers of business, commuter, cargo and personal transportation aircraft -- shipped 1,495 planes worth $1.26 billion in 1986.

GAMA president Edward W. Stimpson termed the 11.8 percent decline in industry billings and 26.3 percent drop in deliveries "better than many had originally anticipated in today's marketplace and product liability environment."

The year's results were buoyed by some recovery in overseas markets, where exports were up 24 percent to 439 aircraft valued at $330.4 million, a sharp 43.7 percent increase over $229.9 million worth of aircraft exported in 1985.

A second major factor in better than expected results was the resolution of two years of tax uncertainty for domestic buyers following the September, 1986, passage of the historic tax reform act. Previously sidelined buyers added to the traditionally heavy fourth quarter activity.

Also adding to customer interest was the tax transition rule allowing buyers of certain business aircraft to utilize the Investment Tax Credit for purchases during the fourth quarter.

"The ITC transition rule...had mixed results," reported GAMA president Stimpson. "Some manufacturers reported strong fourth quarter sales, others only moderate activity. A number report that the transition rule's impact on sales involving 1987 deliveries was, in fact, disappointing. Nonetheless, it successfully spurred sales and cleaned out inventories, as was its objective."

The U.S. industry delivered 122 business jets, 250 turboprops, 138 piston twins and 985 single engine aircraft in 1986. Although the number of aircraft delivered in all categories was down, the limited shipments (and production) of light single and twin engine aircraft played a major role in reducing the overall number of aircraft shipments. Several major manufacturers suspended production of these aircraft for portions of 1986, citing market factors and product liability costs.

1987 GAMA chairman James L. Churchill, president of Collins Avionics Group, Rockwell International, noted that the GAMA unit number "misrepresents the financial health of the industry generally by understating major product areas in turbine aircraft and by missing entirely our aftermarket, parts, spares, component and military lines of business" which are not reported by GAMA.

GAMA chairman Churchill noted that the long term prospects for general aviation will be boosted by research and development spending for new products, by the continued restructuring of the U.S. airline industry as deregulation matures, and by the significant aging of the U.S. general aviation fleet.

"The average FAA-registered single engine aircraft in the U.S. is almost 20 years old," Churchill reported. "In fact, one-half the entire fleet was built in 1968 or before. One-quarter dates back to 1958 or before!"

"Clearly, something has got to give in the general aviation marketplace sooner or later," Churchill concluded. "The industry will concentrate on its sustaining lines of business in 1987 as we work towards the resolution of the product liability morass...." Churchill noted that today's product liability environment has already snagged several U.S. technical innovations including the electronic ignition system and the rotary engine for aviation use. "Will product liability's chilling effects erode U.S. technological leadership?" Churchill asked.

GAMA president Stimpson outlined the industry's issues for 1987, including support for a reintroduced product liability bill for general aviation "although we fully recognize the difficulty that this or any other product liability reform faces."

Stimpson also reviewed industry initiatives for increased aviation safety, reenactment of airport/airways legislation to fund needed airport capacity and air traffic control improvements, and renewed attention to the issues of overseas government subsidies and trade barriers in the international aviation marketplace.

On aviation safety, Stimpson announced the industry's position in favor of increased use of automatic altitude reporting equipment known as Mode C in airspace near large cities. Concurrent with the announcement, GAMA made available "Questions and Answers about General Aviation Safety and Air Traffic Control," a briefing paper on current issues in air traffic safety.

Both GAMA officials emphasized that the U.S. industry will be sustained in the short term and will grow in the long term. Citing a boom in flight training for professional pilot careers, a slight overall increase in student pilot starts during 1986, and America's outpouring of enthusiasm for the Voyager world flight, GAMA's Churchill concluded, "we are far from seeing the last of American technological development in general aviation."

"...We are heartened that America has not lost its love affair with, or its purposeful pursuit of, aviation," Stimpson added.

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4/13/87 A5120-1A

GENERAL AVIATION AIRPLANE SHIPMENT REPORT
General Aviation Manufacturers Association
Suite 801
1400 K. Street, N.W., Washington, D.C. 20005

MANUFACTURER AND MODEL	NO. OF AIRCRAFT QI	NO. OF AIRCRAFT YTD	MANUFACTURERS NET BILLING PRICE QI	MANUFACTURERS NET BILLING PRICE Year to Date
GRAND TOTAL	228	228	$255,748,928	$255,748,928
BEECH AIRCRAFT				
Sundowner 23	0	0		
Sierra 24R	0	0		
Bonanza F33A/C	20	20		
Bonanza A36	9	9		
Bonanza 36TC	3	3		
Duchess 76	0	0		
Baron 58	0	0		
Baron 58P	0	0		
King Air C90	2	2		
King Air F90	1	1		
King Air 200	7	7		
King Air 200C	0	0		
King Air 300	6	6		
C99	0	0		
1900C	3	3		
Beechjet 400	1	1		
Total Beech	52	52	$50,126,413	$50,126,413
CESSNA AIRCRAFT				
F152	14	14		
F152 Aerobat	0	0		
172 Skyhawk	0	0		
F172 Skyhawk	1	1		
182 Skylane	0	0		
182 Turbo Skylane	0	0		
Stationair 6	1	1		
Turbo Stationair 6	1	1		
172 Cutlass RG	0	0		
R182 Skylane RG	0	0		
TR182 Skylane RG	0	0		
210 Centurion	0	0		
Turbo 210 Centurion	2	2		
P210 Centurion	0	0		
303 Crusader	0	0		
340	0	0		
402	0	0		
414A	0	0		
421 Golden Eagle	0	0		
208 Caravan I	2	2		
208B Caravan I	8	8		
406 Caravan II	1	1		

MANUFACTURER AND MODEL	NO. OF AIRCRAFT		MANUFACTURERS NET BILLING PRICE	
	QI	YTD	QI	Year to Date
406 Caravan II	1	1		
425 Conquest I	1	1		
441 Conquest II	5	5		
550 Citation S/II	3	3		
650 Citation III	11	11		
Total Cessna	50	50	$94,216,059	$94,216,059
FAIRCHILD AIRCRAFT				
SA-227AC Metro III	5	5		
SA-227TT Model 300	0	0		
Total Fairchild	5	5	$16,502,608	$16,502,608
BATES LEARJET				
Learjet 35A	0	0		
Learjet 36A	0	0		
Learjet 55	1	1		
Total Bates Learjet	1	1	$5,736,000	$5,736,000
GULFSTREAM AEROSPACE				
Gulfstream III	2	2		
Gulfstream IV	3	3		
Total Gulfstream	5	5	$70,000,000	$70,000,000
LAKE AIRCRAFT				
200 EP	0	0		
250 Renegade	2	2		
Total Lake	2	2	$405,000	$405,000
MAULE AIRCRAFT				
M-5 180C	2	2		
M-5 235C	1	1		
M-6 235	1	1		
MX-7 180	2	2		
M-7 235	6	6		
MX-7 235	9	9		
Total Maule	21	21	$1,063,987	$1,063,987
MOONEY AIRCRAFT				
201 M20J	8	8		
205 M20J	8	8		
252 M20K	17	17		
Total Mooney	33	33	NA	NA

MANUFACTURER AND MODEL	NO. OF AIRCRAFT QI	NO. OF AIRCRAFT YTD	MANUFACTURERS NET BILLING PRICE QI	MANUFACTURERS NET BILLING PRICE Year to Date
PIPER AIRCRAFT				
PA-28-161 Warrior	3	3		
PA-28-181 Archer II	15	15		
PA-28-236 Dakota	0	0		
PA-32-301 Saratoga	5	5		
PA-28RT-201T T. Arrow IV	4	4		
PA-32R-301 Saratoga SP	1	1		
PA-32R-301T T. Saratoga SP	0	0		
PA-46-310P Malibu	16	16		
PA-34-220T Seneca III	9	9		
PA-44-180 Seminole	0	0		
PA-31-350 Chieftain	0	0		
PA-31T-500 Cheyenne IA	1	1		
PA-31T-620 Cheyenne IIXL	1	1		
PA-42-700 Cheyenne III	0	0		
PA-42-720 Cheyenne IIIA	2	2		
PA-42-1000 Cheyenne 400LS	2	2		
T-1040	0	0		
Total Piper	59	59	$17,698,861	$17,698,861
Grand Total, Civil	228	228	$255,748,928	$255,748,928
xxxx

News from

General Aviation Manufacturers Association

Suite 801
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FOR IMMEDIATE RELEASE
CONTACT: Cassandra Bosco
202-393-1500

FIRST QUARTER REFLECTS IMPROVED BILLINGS ON FEWER SHIPMENTS

WASHINGTON, D.C., April 10, 1987 --- The general aviation industry announced delivery of 228 units worth $255.7 million during the first quarter of 1987, down 20.0 percent in units and up 62.7 percent in billings due to increased sales of turboprops and jets.

Business jets numbered 21 for the first quarter, up 31.3 percent from last year's 16 units. Turboprops were up 42.4 percent at 47 units compared to 33 units for the period last year.

According to Edward W. Stimpson, president of the General Aviation Manufacturers Association, sales of singles and twins are down from last year due to production lines that have been curtailed by some manufacturers particularly for smaller piston aircraft. The industry shipped 151 singles for the first quarter of 1987, down 30.4 percent from 1986's 217 units. Twins were down 52.6 percent at 9 units compared to 19 for the same period in 1986.

87-3

Exports were up 21.9 percent in number with 78 units for 1987 compared to 64 units for the first quarter in 1986. Quarterly billings of exports were up 17.6 percent at $81.3 million for 1987 with billings for the first quarter last year at $69.1 million.

Exports represent 34.2 percent of year to date units shipped and 31.8 percent of year to date billings.

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NOTE TO EDITORS: GAMA is now announcing shipments on a quarterly basis. The next shipment report will be in early July.

News from

General Aviation
Manufacturers Association

Suite 801
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CONTACT: Cassandra Bosco
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GAMA RELEASES FIRST HALF RESULTS
UNITS DECLINE; BILLINGS INCREASE

WASHINGTON, D.C., July 10, 1987 --- General aviation manufacturers released industry figures for the first half of the year with units for the year to date down 14.0 percent at 558 units compared to 649 for the first half of 1986. Billings of $655.8 million were up 60.3 percent from last year's $409.1 million.

"Industry dollars rebounded with increasing deliveries of larger jet aircraft," stated Edward W. Stimpson, president of the General Aviation Manufacturers Association (GAMA). "Unfortuntately, units continued to decline," added Stimpson. "Last year was our worst ever with less than 1,500 units sold and we estimate this year the number will be approximately 1,000 units for the year."

Earlier during the week, industry officials testified before the House Energy and Commerce Committee on the product liability situation and its damaging effect on the cost of general aviation products. They pointed out that currently no new training aircraft are being manufactured in the United States.

7/15/87 AS120-1

GENERAL AVIATION AIRPLANE SHIPMENT REPORT
General Aviation Manufacturers Association
Suite 801
1400 K. Street, N.W., Washington, D.C. 20005

MANUFACTURER AND MODEL	NO. OF AIRCRAFT			MANUFACTURERS NET BILLING PRICE		
	QI	QII	YTD	QI	QII	Year to Date
GRAND TOTAL	228	330	558	$255,748,928	$400,059,796	$655,808,724
BEECH AIRCRAFT						
Sundowner 23	0	0	0			
Sierra 24R	0	0	0			
Bonanza F33A/C	20	27	47			
Bonanza A36	9	14	23			
Bonanza 36TC	3	1	4			
Duchess 76	0	3	3			
Baron 58	0	5	5			
Baron 58P	0	1	1			
King Air C90	2	3	5			
King Air F90	1	0	1			
King Air 200	7	8	15			
King Air 200C	0	1	1			
King Air 300	6	10	16			
C99	0	0	0			
1900C	3	2	5			
Beechjet 400	1	3	4			
Total Beech	52	78	130	$50,126,413	$72,250,020	$122,376,433
CESSNA AIRCRAFT						
F152	14	2	16			
F152 Aerobat	0	2	2			
172 Skyhawk	0	0	0			
F172 Skyhawk	1	0	1			
182 Skylane	0	0	0			
182 Turbo Skylane	0	0	0			
Stationair 6	1	0	1			
Turbo Stationair 6	1	0	1			
172 Cutlass RG	0	0	0			
R182 Skylane RG	0	0	0			
TR182 Skylane RG	0	0	0			
210 Centurion	0	0	0			
Turbo 210 Centurion	2	1	3			
P210 Centurion	0	0	0			
303 Crusader	0	0	0			
340	0	0	0			
402	0	0	0			
414A	0	0	0			
421 Golden Eagle	0	0	0			
208 Caravan I	2	8	10			
208B Caravan I	8	13	21			

MANUFACTURER AND MODEL	NO. OF AIRCRAFT			MANUFACTURERS NET BILLING PRICE		
	QI	QII	YTD	QI	QII	Year to Date
406 Caravan II	1	2	3			
425 Conquest I	1	3	4			
441 Conquest II	5	1	6			
550 Citation S/II	3	10	13			
550 Citation II	0	3	3			
650 Citation III	11	6	17			
Total Cessna	50	51	101	$94,216,059	$100,671,000	$194,887,059
FAIRCHILD AIRCRAFT						
SA-227AC Metro III	5	16	21			
SA-227TT Model 300	0	0	0			
Total Fairchild	5	16	21	$16,502,608	$51,735,845	$68,238,453
GATES LEARJET						
Learjet 35A	0	2	2			
Learjet 36A	0	0	0			
Learjet 55	1	1	2			
Total Gates Learjet	1	3	4	$5,736,000	$12,897,753	$18,633,753
GULFSTREAM AEROSPACE						
Gulfstream III	2	2	4			
Gulfstream IV	3	8	11			
Total Gulfstream	5	10	15	$70,000,000	$132,760,000	$202,760,000
LAKE AIRCRAFT						
200 EP	0	2	2			
250 Renegade	2	6	8			
Total Lake	2	8	10	$405,000	$2,357,617	$2,762,617
MAULE AIRCRAFT						
M-5 180C	2	1	3			
M-5 235C	1	1	2			
M-6 235	1	1	2			
MX-7 180	2	1	3			
M-7 235	6	4	10			
MX-7 235	9	6	15			
Total Maule	21	14	35	$1,063,987	$737,561	$1,801,548
MOONEY AIRCRAFT						
201 M20J	8	9	17			
205 M20J	8	10	18			
252 M20K	17	21	38			
Total Mooney	33	40	73	NA	NA	NA

MANUFACTURER AND MODEL	NO. OF AIRCRAFT			MANUFACTURERS NET BILLING PRICE		
	QI	QII	YTD	QI	QII	Year to Date
PIPER AIRCRAFT						
PA-28-161 Warrior	3	10	13			
PA-28-181 Archer II	15	10	25			
PA-28-236 Dakota	0	12	12			
PA-32-301 Saratoga	5	10	15			
PA-28RT-201T T. Arrow IV	4	14	18			
PA-32R-301 Saratoga SP	1	5	6			
PA-32R-301T T. Saratoga SP	0	2	2			
PA-46-310P Malibu	16	17	33			
PA-34-220T Seneca III	9	24	33			
PA-44-180 Seminole	0	0	0			
PA-31-350 Chieftain	0	0	0			
PA-31T-500 Cheyenne IA	1	0	1			
PA-31T-620 Cheyenne IIXL	1	1	2			
PA-42-700 Cheyenne III	0	0	0			
PA-42-720 Cheyenne IIIA	2	4	6			
PA-42-1000 Cheyenne 400	2	1	3			
T-1040	0	0	0			
Total Piper	59	110	169	$17,698,861	$26,650,000	$44,348,861
Grand Total, Civil	228	330	558	$255,748,928	$400,059,796	$655,808,724
OFF-THE-SHELF AIRCRAFT SHIPPED TO THE U.S. MILITARY Manufacturer/Model						
BEECH AIRCRAFT						
C-12A	2	4	6			
Total Beech Military	2	4	6	$3,720,000	$7,440,000	$11,160,000
GULFSTREAM AEROSPACE						
C-20B	0	2	2			
Total Gulfstream Military	0	2	2	$0	$25,000,000	$25,000,000
Grand total, Military	2	6	8	$3,720,000	$32,440,000	$36,160,000

The industry shipped 340 singles thus far in 1987, down 29.6 percent from last year's 483 units. Sales of twins were down 2.3 percent at 42 units for the year to date compared to 43 units during the same period last year.

Turboprops were up 39.5 percent at 120 units compared to last year's 86 units and jet sales rose from 56 units for 1987 year to date from 37 during the same time in 1986, an increase of 51.4 percent.

Exports continue their upward trend. Exports for the year to date numbered 210 units compared to 179 during the first half of 1986, an increase of 17.3 percent. Export billings totaled $187.3 million, or 18.7 percent above the first half of 1986 at $157.8 million.

For the first half of 1987, exports accounted for 37.6 percent of units shipped and 28.6 percent of billings.

AIRCRAFT SHIPMENTS BY TYPE

	YTD 1987	YTD 1986	% CHANGE
SINGLES	340	483	-29.6
TWINS	42	43	- 2.3
TURBOPROPS	120	86	39.5
JETS	56	37	51.4

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GENERAL AVIATION AIRPLANE SHIPMENT REPORT
General Aviation Manufacturers Association
Suite 801
1400 K. Street, N.W., Washington, D.C. 20005

MANUFACTURER AND MODEL	NO. OF AIRCRAFT			MANUFACTURERS NET BILLING PRICE		
	QII	QIII	YTD	QII	QIII	Year to Date
GRAND TOTAL	330	238	795	$400,059,796	$271,487,572	$923,996,296
BEECH AIRCRAFT						
Sundowner 23	0	0	0			
Sierra 24R	0	0	0			
Bonanza F33A/C	27	27	74			
Bonanza A36	14	12	35			
Bonanza 36TC	1	3	7			
Duchess 76	3	0	3			
Baron 58	5	8	13			
Baron 58P	1	0	1			
King Air C90	3	5	10			
King Air F90	0	0	1			
King Air 200	8	8	23			
King Air 200C	1	0	1			
King Air 300	10	11	27			
C99	0	0	0			
1900C	2	4	9			
Beechjet 400	3	7	11			
Total Beech	78	85	215	$72,250,020	$96,417,581	$218,794,014
CESSNA AIRCRAF						
F152	2	0	11			
F152 Aerobat	2	0	7			
172 Skyhawk	0	0	0			
F172 Skyhawk	0	0	1			
182 Skylane	0	0	0			
182 Turbo Skylane	0	0	0			
Stationair 6	0	0	1			
Turbo Stationair 6	0	0	1			
172 Cutlass RG	0	0	0			
R182 Skylane RG	0	0	0			
TR182 Skylane RG	0	0	0			
210 Centurion	0	0	0			
Turbo 210 Centurion	1	0	3			
P210 Centurion	0	0	0			
303 Crusader	0	0	0			
340	0	0	9			
402	0	0	0			
414A	0	0	0			
421 Golden Eagle	0	0	0			
208 Caravan I	8	7	17			
208B Caravan I	13	12	33			

MANUFACTURER AND MODEL	NO. OF AIRCRAFT			MANUFACTURERS NET BILLING PRICE		
	QII	QIII	YTD	QII	QIII	Year to Date
PIPER AIRCRAFT						
PA-28-161 Warrior	10	8	21			
PA-28-181 Archer II	10	5	30			
PA-28-236 Dakota	12	0	12			
PA-32-301 Saratoga	10	7	22			
PA-28RT-201T T. Arrow IV	14	9	27			
PA-32R-301 Saratoga SP	5	0	6			
PA-32R-301T T. Saratoga SP	2	0	2			
PA-46-310P Malibu	17	10	43			
PA-34-220T Seneca III	24	16	49			
PA-44-180 Seminole	0	0	0			
PA-31-350 Chieftain	0	0	0			
PA-31T-500 Cheyenne IA	0	0	1			
PA-31T-620 Cheyenne IIXL	1	0	2			
PA-42-700 Cheyenne III	0	0	0			
PA-42-720 Cheyenne IIIA	4	3	9			
PA-42-1000 Cheyenne 400	1	0	3			
T-1040	0	0	0			
Total Piper	110	58	227	$26,650,000	$14,367,164	$58,716,025
Grand Total, Civil	330	238	795	$400,059,796	$271,487,572	$923,996,296
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MANUFACTURER AND MODEL	NO. OF AIRCRAFT			MANUFACTURERS NET BILLING PRICE		
	QII	QIII	YTD	QII	QIII	Year to Date
406 Caravan II	2	4	7			
425 Conquest I	3	2	6			
441 Conquest II	1	0	6			
550 Citation S/II	10	3	16			
550 Citation II	3	6	9			
650 Citation III	6	3	20			
Total Cessna	51	37	138	$100,671,000	$71,998,211	$266,885,270
FAIRCHILD AIRCRAFT						
SA-227AC Metro III	16	1	* 21			
SA-227TT Model 300	0	0	0			
Total Fairchild	16	1	21	$51,735,845	$4,515,000	$69,453,453
GATES LEARJET						
Learjet 35A	2	5	7			
Learjet 36A	0	0	0			
Learjet 55	1	1	3			
Total Gates Learjet	3	6	10	$12,897,753	$24,120,000	$42,753,753
GULFSTREAM AEROSPACE						
Gulfstream III	2	0	4			
Gulfstream IV	8	4	15			
Total Gulfstream	10	4	19	$132,760,000	$58,000,000	$260,760,000
LAKE AIRCRAFT						
200 EP	2	0	2			
250 Renegade	6	6	14			
Total Lake	8	6	16	$2,357,617	$1,620,800	$4,383,417
MAULE AIRCRAFT						
M-5 180C	1	1	4			
M-5 235C	1	0	2			
M-6 235	1	2	4			
MX-7 180	1	1	4			
M-7 235	4	3	13			
MX-7 235	6	1	16			
Total Maule	14	8	43	$737,561	$448,816	$2,250,364
MOONEY AIRCRAFT						
201 M20J	9	9	26			
205 M20J	10	11	29			
252 M20K	21	13	51			
Total Mooney	40	33	106	NA	NA	NA

*Revise QI Fairchild Shipments to 4 Metro III's valued at $13,202,608.

News from

General Aviation
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THIRD QUARTER OVERALL UNIT DELIVERIES DOWN

JET, TURBOPROP SHIPMENTS AND EXPORT DOLLARS UP

WASHINGTON, D.C., October 13, 1987, --- Business jet and turboprop deliveries through the first three quarters of 1987 remain ahead of 1986 according to figures released by the General Aviation Manufacturers Association (GAMA).

Billings for the first three quarters are up 34.9 percent at $924.0 million compared to last year's $685.0 million. Year to date units totaled 795 for 1987, down 23.7 percent from 1986's 1042, but jets and turboprops were both up.

Third quarter billings of $271.5 million were slightly lower than billings of $276.0 million for the third quarter of 1986, a difference of 1.6 percent. Quarterly units, however, were down 39.4 percent at 238 compared to 393 in the third quarter of 1986.

"With the industry facing a year with even lower estimated units than 1986," stated GAMA president Edward W. Stimpson, "GAMA hopes that the proposed 10% luxury tax on general aviation aircraft will not be accepted by the tax writing committees. While the markups are still continuing, we trust that the Congress will see that new general aviation aircraft are bought by businesses for business purposes. They are not luxuries. They are business tools that greatly enhance business productivity."

87-14

Singles were down 55.1 percent for the quarter at 128 compared to 285 for the same period in 1986. Twins totaled 24 units, down 29.4 percent from 34 units sold in the third quarter last year.

Turboprops were up 21.3 percent in third quarter figures with 57 units, compared to 47 for the same quarter in 1986. Jets were up 7.4 percent at 29 compared to 27 for the third quarter in 1986.

Exports were down 36.7 percent for the quarter at 93 units compared to 147 last year, with quarterly billings up 2.1 percent at $94.6 million compared to $92.7 million for 1986.

For the year to date, export of 308 planes represent a decrease of 5.5 percent compared to 326 units exported through September, 1986. Year to date billings were $281.4 million, up 12.3 percent from $250.5 million for the same period in 1986.

For the third quarter, exports accounted for 39.1 percent of units and 34.9 percent of billings. For the year to date, 38.7 percent of units and 30.4 percent of billings were in export trade.

AIRCRAFT SHIPMENTS BY TYPE

	YTD 1987	YTD 1986	% CHANGE
SINGLES	468	768	-39.1
TWINS	66	77	-14.3
TURBOPROPS	176	133	+32.3
JETS	85	64	+32.8

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